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## Miami Boutique Haber Law Absorbs Smaller Firm, Expanding Into Niche Condo Practice

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Law Firm Mergers



Alexander Lugo



### What You Need to Know

- Miami-based Haber Law is combining with condo and homeowner's association law specialist Gursky Ragan.
- The niche practice offers Haber Law more depth in the growing field of condo law as regulations put pressure there.
- Meanwhile, Gursky Ragan attorneys get a wider bench to offer clients.

Miami's Haber Law announced a deal to combine with Gursky Ragan, a local boutique with a practice mostly revolving around condos and homeowner's associations.

While Haber Law has spent the last few years growing out its real estate practice, Gursky Ragan has been in the midst of a growing niche in Florida—condominium law. Since the tragic collapse of Champlain Towers South in Surfside, lawmakers have tightened condominium safety regulations, forcing old condo buildings to either make repairs or sell to developers.

Because many of the condos in South Florida exist near the beach, where housing demand is high, developers are increasingly scooping them up. The pressure is creating many opportunities for lawyers in the space.

Haber Law, which mostly specializes in the real estate arena, is also going through a transition and switching to an LLP with more shareholders, said founding and managing partner David Haber.

“As part of that expansion plan, we started talking with Darrin [Gursky] and Marnie [Dale Ragan],” Haber said. “It's been over the last year that we've been talking, but in the last four months it got very quick, and then we decided to have this occur at the same time switching to the LLP occurs and it gives us greater expansion.”

The firm is absorbing partners Darrin Gursky and Marnie Dale Ragan along with its five other associates, bringing Haber Law's attorney headcount to 37.

The two partners add more leadership well below retirement age, which Haber says was needed to fill in leadership gaps once the more senior partners retire. But they also bring more opportunities beyond Miami into Broward and Palm Beach Counties, which is exactly what the firm is looking to do, said Haber.

“You can organically grow, which is very painful. It’s painful. It’s time consuming. It’s expensive to create that infrastructure,” Haber said. “Alternatively, you can join forces with someone else that already has that infrastructure, and I believe that both Marnie and Darrin acknowledge and recognize that Haber Law has that infrastructure to help them grow, not just grow in condominium law, but to also grow their practices into other areas and be able to cross sell services in the areas of complex business litigation and real estate.”

“We represent properties in Broward, Dade and Palm Beach County,” said Gursky. “Primarily, our clients are in Dade County, but we do have a footprint in those other counties as well.”

In terms of integrating into Haber Law, both Gursky and Ragan agree that the combination will benefit their clients with a wider net of services. Now, after Gursky and Haber joked about a merger for years, the merger is official thanks to Haber Law’s growing reach.

“I think that this joining gives us a great opportunity to work with people that we like and respect and provide much greater clientele service,” said Ragan.

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